



King County

Water and Land Resources Division

Department of Natural Resources and Parks

King Street Center

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Request for Comments on:
Conceptual Draft of Request for Proposals (RFP) for Sale or Lease of
Tall Chief Farm (Formerly Tall Chief Golf Course)
1313 W Snoqualmie River Road SE
Fall City, WA 98024

King County intends to solicit proposals from persons or organizations interested in purchasing a County-owned property in the Snoqualmie Valley, known formerly as the Tall Chief Golf Course.

King County's goals in selling or leasing this property are to:

- 1) Restore and preserve the property as working farmland,
- 2) Create opportunities to use it as an asset for the agricultural community, and
- 3) Maximize the use of existing facilities on the property to support a sustainable agriculture economy in the valley.

The County is requesting comments on this conceptual draft of the Request for Proposals (RFP) document, so that we can hear developmental suggestions from the community and prospective bidders, helping us design a solicitation that can best accomplish these objectives.

How to Submit Comments:

Email comments to: andrea.plischke@kingcounty.gov

Mail comments to:

Andrea Plischke

King County Water and Land Resources Division

201 South Jackson Street, Suite 600

Seattle, WA 98104

Public Meeting and Site Visit at Tall Chief – June 25, 4:00 PM

1. RFP GOALS

- To return this former farm to an economically sustainable farming operation using sound agricultural soil and water conservation practices.
- To encourage the development of processing and distribution capabilities for farm products from the Snoqualmie Valley.
- To help farmers obtain high quality farmland as a means of furthering the citizen-supported goals of preserving farmland and maintaining viable agriculture in the County.
- To strengthen the local food economy in the county through more food production and development of farm support businesses.
- To offer opportunities to increase consumer appreciation for local food and public support for local farming.
- To assist in the development of a stable agricultural economy in Snoqualmie Valley.

King County will be seeking proposals that include a plan that will best use the assets of Tall Chief Farm to increase the amount of locally grown food and to support the growth of the local agriculture economy.

King County would like to receive proposals from persons and/or organizations that have experience farming and marketing their crops and/or other agricultural products successfully; developing processing or value added operations; integrating educational or vocational programs into farm operations; and from farmers who wish to buy or lease land. It is the County's expectation that the successful candidate(s) will actively farm the property and generate some or all of their income from their farming activities. The successful applicant(s) will be required to have a farm plan and implement agricultural Best Management Practices that conserve the property's prime agricultural soils and protect water quality.

2. Property description/background

See additional site description in the supporting documents.

Property	Tax ID #	Size	Jurisdiction	Zoning	Owner
Tall Chief Golf Course	052407-9002	190 acres	King County	RA-10	King County

Key property features (areas are approximate)

Property assemblage	3 Parcels, totaling 190 acres
Existing buildings	House in poor condition – 1460 sq. ft. Multi-purpose barn in poor condition Storage building with earth floor Clubhouse – 1950 sq. ft.
Area in floodplain	70 acres

Area outside floodplain	120 acres
Potentially farmable area	70 acres (45ac in floodplain, 25ac outside floodplain)
Forested area	90 acres
Wetlands and buffers	30 acres

It is the County's intention to re-zone the property from Rural Area (RA-10) to Agriculture (A-35) and include it the Snoqualmie Agriculture Production District.

The seventy acres in the floodplain includes wetlands and grassy areas bounded by rows of landscape poplars and firs. The 25 acres of cleared area outside of the floodplain is relatively level and suitable for farming and infrastructure development. The 90 acres of steep forested hillside is not suitable for farming or development, and should remain forested.

A site with usable farm buildings and farmable acreage outside of the floodplain, and thus not subject to flood risk or restrictive floodplain development constraints, is especially valuable in (or near) the Snoqualmie APD. About 95% of the APD is within the 100 year floodplain.

Water right claims 126873 and 125318 related to the property were filed with the Washington State Department of Ecology (Ecology). Any vested water right(s) represented by the claims were temporarily donated to the Washington State Trust Water Right Program and would need to be removed from the program before they could be exercised. King County will require that any water right(s) represented by these claims are fully exercised by the successful applicant for agriculture use or retained in trust with the Washington Water Trust, so that the rights are not subject to relinquishment. Information on historical water use associated with the parcel and Water right claims 126873 and 125318 can be found in the supporting documents and/or from Ecology.

Considerations/unknowns/risks:

- It will take some effort and investment to get the farmland into production: removal of trees and stumps, grading, etc.
- Improving and re-purposing the buildings will be expensive, and one or two may need to be demolished.
- Proposals should limit proposed uses of the buildings to agricultural support uses (e.g. processing, storage, commercial kitchen) or other uses allowed by code.

The King County Department of Natural Resources and Parks purchased this property in 2013 to prevent the subdivision of the parcel(s), development of a housing subdivision, and loss of prime agricultural acreage on the boundary of the Snoqualmie APD, and further to create an opportunity for use of the site resources to increase and support farming in the valley. King County considers that offering the property for sale in fee or for lease is the best way to meet the goals for the property put forth in Section 1.

King County will note to prospective proposers that approximately five acres of the property is leased for farming through June 2015.

The property and facilities will be available for inspection at the site visit and public meeting scheduled for June 25 at 4:00 PM.

3. Condition of Site at Time of Conveyance

The Property will be offered for lease or sale as *is*. Information provided will be intended solely to facilitate the prospective buyer or tenant's own due diligence for which it shall be solely responsible. Materials provided will be based on information and sources deemed to be reliable, but no representations or warranties, express or implied, will be made as to the accuracy or completeness.

4. Permits

Tenant or buyer shall be solely responsible, at its own cost and expense, for obtaining Federal, State, City and any other permits or other approvals that may be required for tenant's or buyer's proposed use. The County shall reasonably cooperate with tenant or buyer to facilitate obtaining required permits and other approvals.

5. Proposals

The County will accept proposals to purchase the property and proposals to lease the property. Proposals should clearly indicate which path is proposed and how the proposal meets the goals in Section 1.

All Proposals must include the following information. Incomplete proposals that do not include all of the information requested may not be considered at the County's sole discretion:

Name and Description of Proposing Entity: Proposers will be asked to explain in detail the structure of the entity that will be principally responsible for the proposal. Proposers will need to provide background and the history of the proposing entity, and in particular, who is primarily responsible.

Partnerships: The County will need to know what other entities will have a role in the proposal. Proposers will need to provide detail on each.

Description of Agricultural Experience: Proposers will be asked to provide a brief summary of the agricultural experience/activities of the proposer(s), which should include the following information:

- Experience farming and marketing agricultural products.
- Crops and/or animals that you have grown or raised – experience (time) raising these agricultural crops and/or animals.
- Experience marketing the crops/animals that you have produced.
- Describe the proposer(s) technical background in agriculture (i.e. degree in agriculture or a related field, classes or workshops, etc.)

- List proposer(s) experience/certification in any Agricultural Best Management practices.

Financial Capability. Proposers will be required to provide detailed documentation of the financial capability of the proposed entity; relevant operating business experience; and a list of key executives, their roles, and their relevant business experience.

Business Plan: Proposers will provide a business plan that clearly outlines the objectives of the proposal (e.g. commercial farming, processing, aggregating, small lot farming/incubator, educational programs, agri-tourism, etc.) and demonstrates financial resources and skills to carry out the proposal successfully.

5.1 Lease Proposals:

The County will consider lease proposals from individuals, single entities, or collaborative efforts among multiple entities, to lease and use the parcel. The County is interested in proposals that make full use of the entire parcel, bringing all of the arable land into production and restoring and/or repurposing the buildings. All lease proposals must include a plan for the buildings and the land that includes the following specific elements outlined below.

Buildings. Proposers will be asked to provide an overview of how they plan to use the existing buildings on the parcel, what changes of use they may undertake, and how those changes would be financed. In responding to the proposal, proposers will need to address the following specific questions related to their plans for the buildings.

- **Planned Use.** Proposers will be asked to provide a clear plan for each of the four existing buildings, including what improvements will be made and the proposed use (e.g. processing, storage, community gathering, education, tourism, and/or demolition of structures).
- **Cost Estimates.** Proposers will need to provide cost estimates of any changes proposed to any of the building including any proposed demolition of structures.
- **Financing Plan.** A financing plan will be required that indicates the total amount required for proposed changes to the buildings and how those changes will be financed (e.g. cash, grants, loan, etc.).
- **Timeline for Repairs.** A timeline will be submitted for all repairs, modification, and demolitions to buildings.
- **Subleases.** Proposal will need to include any plans to sublease buildings to other parties, and will need to identify the individual or organization that will sublease the building, and the proposed use for the structure.
- **Residential Use.** Proposers will need to identify any planned residential use of the buildings (e.g. caretaker structure, farm-worker housing, educational dormitories, etc.).

- **New Structures.** The County will ask that proposers identify any proposed new construction of buildings or other infrastructure planned.

Land. Proposers will be required to provide an overview of how they plan to use the agricultural lands and natural resources on the parcel, what changes of use they may undertake, and how those changes would be financed.

In responding to the RFP, proposers will need to address the following specific questions related to their plans for the land and the natural resources on the parcel:

- **Overall Land Use Plan.** Proposers will provide a description of the proposed uses for different areas of the property, including areas to be farmed, plans to manage/use forest land, any changes to existing roads/paths, provisions to protect natural resource/critical areas (e.g. wetlands, slopes, etc.). Proposers will need to provide maps or drawings to help illustrate proposed land-use plans.
- **Agricultural Production Timeline/Plan.** A timeline and plan for getting farmable land into agricultural production, including areas to be farmed, proposed crops, and projected water-use and source, will be required.
- **Financing Plan.** A financing plan indicating the total amount required for proposed land-use changes and how those changes will be financed (e.g. cash, grants, loan, etc.), will be required of the Proposer.
- **Relationship between Agricultural Production and Building Plan.** Proposers will need to provide an overview of any linkages between the proposed crops and use of the land and the changes to the buildings on-site (e.g. value-added processing, cold storage, farm-worker housing, etc.).
- **Sub-Leases.** An indication as to whether the land-use plan includes any plans to sublease any portion of the parcel for other purposes will need to be included with proposals. The County will ask that proposers please identify the sub-lessor and the proposed use of the land subject to sublease.

Proposed Lease Rates and Term. A proposed lease rental rate structure and term of lease desired will be requested in the proposal. This could be for the entire property or broken down according to different proposed uses (e.g. agricultural lands, buildings/facilities, etc.). If the proposal includes a provision to sub-lease land or facilities, proposers will need to provide the proposed sub-lease structure and rate.

Lease Term: County code generally limits the term of a lease to ten (10) years. The lease will be subject to approval by the King County Council at its sole and absolute discretion.

Proposals for longer terms may be considered, but they may require county council approval of a code change as well as approval of the lease.

5.2 Purchase Proposals:

The County will entertain proposals to buy the parcel in fee, provided that the purchaser can clearly articulate a plan for the parcel that is consistent with the goals outlined in the RFP, is willing to accept restrictive covenants on the use of the parcel in perpetuity, and can demonstrate sufficient financial resources and agricultural experience to undertake all of the activities and investments outlined in the proposal. Proposers will need to consider the following elements in a purchase proposal:

Farmland Preservation Easement. Proposers interested in purchasing the parcel are advised that the property will be sold with an agriculture conservation easement preserving the parcel as farmland in perpetuity. Key restrictions in the typical easement are:

- **The use of the land is restricted to agricultural or open space uses.** Agricultural uses include growing, raising and producing horticultural and agricultural crops, all forms of animal husbandry, the processing and marketing of agricultural products and the lying fallow or disuse of the land. Open space uses include passive recreational uses that conserve and enhance natural, scenic or historic resources and do not permanently impair the land for agriculture. The covenants prohibit any activities that would make the property unsuitable for farming in the future.
- **The number of dwelling units (residences) will be limited on the property.** Depending on the proposal, we intend to limit the dwelling units to one or two. We will also limit the size of the house(s) to less than 2995 square feet.
- **No more than 5% of the property may be covered by buildings or non-tillable surfaces.** In addition to structures, non-tillable surfaces include gravel or asphalt driveways, parking areas or other surfaces that prevent the soil from being open and available for cultivation.

Sample easements are included in the supporting documents. The County is willing to consider modifications to our typical agriculture conservation easement to accommodate creative proposals, but sale of the land will be conditioned on acceptance of a mutually agreed upon easement that preserves the land. Proposers will need to indicate in their proposal any modifications they are proposing to the sample easement.

Residential Units. It is the County's intention to limit residential units to one or two units, each limited to 2995 feet. Proposer will need to include in their proposal the number and size of residential development rights proposed to remain with the property. Also, an indication of any plan to site temporary farm-worker housing structures (e.g. trailers, buildings, etc.) will need to be included. Farmworker housing is not counted in the residential development rights, but must be occupied by farm workers or their families and meet other county and state laws.

Buildings. Proposers will need to provide an overview of how they plan to use the existing buildings on the parcel, what changes of use they may undertake, and how those changes would be financed. In responding, proposers will need to address the following specific questions related to their plans for the buildings:

- **Planned Use.** Proposers will be asked to provide a clear plan for each of the four existing buildings, including what improvements will be made and the proposed use (e.g. processing, storage, community gathering, education, tourism, and/or demolition of structures).
- **Cost Estimates.** Proposers will be required to provide cost estimates of any changes proposed to any of the buildings, including any proposed demolition of structures.
- **Timeline for Repairs.** A timeline for all repairs, modifications, and demolitions to buildings will be required.
- **New Structures.** Proposers will need to identify any proposed new construction of buildings or other infrastructure planned.

Land. Proposers will need to provide an overview of how they plan to use the agricultural lands and natural resources on the parcel, what changes of use they may undertake, and how those changes would be financed. In responding to the RFP, proposers will need to address the following specific questions related to their plans for the land and the natural resources on the parcel:

- **Overall Land Use Plan.** A description of the proposed uses for different areas of the property, including areas to be farmed, plans to manage forest land, any changes to existing roads or paths, provisions to protect natural resources and critical areas (e.g. wetlands, slopes, etc.) will need to be included in the proposals. Proposers will need to provide maps or drawings to help illustrate proposed land-use plans.
- **Agricultural Production Timeline/Plan.** A timeline and plan for getting farmable land into agricultural production, including areas to be farmed, proposed crops, and projected water-use/source, must be included in the proposal.
- **Relationship between Agricultural Production and Building Plan.** Proposers will need to provide an overview of any linkages between the proposed crops and use of the land and the changes to the buildings on-site (e.g. value-added processing, cold storage, farm-worker housing, etc.).
- **Sub-Leases.** Proposals will need to indicate if the land-use plan includes any plans to sublease any portion of the parcel for other purposes. Proposers will need to identify the sub-lessor and the proposed use of the land subject to sublease.

Financing Plan. Proposers will need to provide a financing plan indicating the total amount required for proposed improvements to the buildings and land on the parcel, and how those improvements/changes would be financed (e.g. cash, grants, loan,

etc.). Proposers will be encouraged to provide as much detail as they reasonably can. The County may require, as a condition of sale, disclosure of financial records demonstrating the ability to execute the elements included in the proposal.

Community Partnerships Proposed. The County has a strong interest in supporting the agricultural sector of the Snoqualmie Valley and building capacity within the Valley to increase production, educate young farmers, and create opportunities for children and the public to learn about agriculture in King County. As such, purchase proposers will be asked to outline any partnerships with community groups, non-profit organizations, or agriculture business enterprises that would be a component of the business plan for this parcel, and integral to their proposal.

Proposed Purchase Price. Proposers will need to provide the proposed purchase price for the entire parcel and attendant structures, and include any conditions of sale. In preparation for this RFP, the property was appraised by RE-SOLVE, based on the two Agricultural Conservation Easements provided in the supporting documents. The appraisers concluded the market value of the fee simple interest in the property as:

Agriculture Conservation Easement encumbered property with one development right: \$730,000

Agriculture Conservation Easement encumbered property with two development rights: \$880,000

Any proposed changes to the Agricultural Conservation Easement may affect appraised value. Before a purchase transaction will be completed, the property will be re-appraised based on the specifics of the selected proposal.

County Council Approval. Proposers are advised that sales of property are subject to County Council approval. The County will enter into a purchase and sale agreement with the selected purchaser, summarizing the agreed-upon terms of sale.

6. Proposed Evaluation and Selection Criteria

The County will reserve the right, at its sole and absolute discretion, to accept or reject any or all proposals and to withdraw the Property from being marketed for lease or sale at any time and for any reason.

The proposals will be reviewed using a committee made up of County staff and representatives of the community. The County intends to evaluate and rank proposals based on the following criteria:

Land Use - Sustainable Agriculture - 30%

- Fully use the farmable portions of the site in farm production for the long term.
- Promote the production of locally grown or raised agricultural products.
- Capitalize on the areas outside the flood plain for farm-related infrastructure and agricultural production that needs to be out of the floodplain.

- Demonstrate a commitment to sustainable and environmentally appropriate farming practices under a farm plan.
- Promote sustainable agricultural practices and farming operations that minimize the impact on climate change.
- Maintain the water rights that run with the parcel.

Use of Existing Infrastructure – 30%

- Make buildings operational for the benefit of farming generally, but with additional credit if it provides a broader community benefit in the Snoqualmie Valley or beyond.
- Demonstrate a clear linkage between the on-site infrastructure and value added to the crops produced on site (e.g. develop a commercial kitchen, cold storage, processing, and/or aggregation facility).

Experience and Ability to Carry Out the Proposal – 20%

- Experience in successful farm production
- Experience in successful farm support businesses
- Experience restoring land and buildings
- Financial resources
- Business plan
- Strong partnerships

Farmer / Farm Business Vocational Opportunities - 10%

- Lease to farmers who otherwise would not have farmland
- Entry-level farmer access
- Support services for new farm businesses
- Help small-scale and beginning farmers obtain the technical and marketing skills necessary to successfully produce and sell their agricultural products
- Make affordable farmland available to small scale and low income farmers

Educational / Tourism Opportunities – 10%

- Create opportunities for providing education to the general public on the benefits of farming
- Community access to resources on site
- Community-building opportunities

7. Process for submitting Proposals

A time, date and location will be published regarding where and when proposals should be submitted.

The County will reserve the right to reject any and all proposals that are deemed non-responsive to the RFP or are not in the best interests of King County. The County reserves the right, at any time, to halt the RFP process, reissue the RFP, or accept any offer for the parcel.

The recommendations from this process will be submitted to the King County Executive. The proposal endorsed by the Executive will be presented to the King County Council for approval.

8. Project Assistance

The County will provide ongoing assistance to proposers during the solicitation period. Specific Information will be published in the RFP.

Supporting materials are available on the web or by request (see Section 10 below).

King County will likely require all potential proposers to attend a pre-proposal meeting; the date and location of this meeting will be announced.

9. Timeline for Conceptual Draft Review and Projected Timeline for RFP

June 25	Site Visit and Public Meeting, 4:00 PM
July 1, 2014	Deadline for Comments on Conceptual Draft
Mid-July	Issue RFP
August	RFP Pre-Proposal Meeting
Mid-September	RFP submittals due
October	Decisions Announced

10. Supporting Materials

All supporting materials are available at:

<http://www.kingcounty.gov/environment/waterandland/agriculture/tall-chief-farm-draft-rfp.aspx>

- [Title report \(573 Kb\)](#)
- [Cover letter from appraisal \(39 Kb\)](#)
- [Area map from appraisal \(60 Kb\)](#)
- [Site description from appraisal \(427 Kb\)](#)
- [Site photos from appraisal \(2.3 Mb\)](#)
- [Assessor's map - NE Quarter section 05, township 24. range 07 \(121 Kb\)](#)
- [Tall Chief Aerial photo and topography \(7 Mb\)](#)
- [Tall Chief Golf Course topographic map, 1 inch=50 feet \(861 Kb\)](#)
- [Tall Chief Golf Course topographic map, 1 inch=200 feet \(421 Kb\)](#)
- [Sample Agricultural Conservation Easement - 1 du/ac](#) (138 Kb)

- [Sample Agricultural Conservation Easement - 2 du/ac](#) (138 Kb)

Water information

- [2011 Letter from Washington Dept. of Ecology - vested water right claim, summary](#) (2.6 Mb)
- [Well reports](#) (1.44 Mb)
- [Temporary Trust Water Donation Rights 1](#) (1 Mb)
- [Temporary Trust Water Donation Rights 2](#) (1 Mb)